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**STATE OF DELAWARE**  
**REAL ESTATE COMMISSION**

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PUBLIC MEETING NOTICE:	<b>REAL ESTATE EDUCATION COMMITTEE</b>
MEETING DATE AND TIME:	<b>Thursday, February 5, 2015 at 9:30 a.m.</b>
PLACE:	<b>Division of Professional Regulation</b> 861 Silver Lake Boulevard, Cannon Building <b>Second Floor Conference Room A</b> Dover, Delaware
MINUTES APPROVED:	04/02/2015

**MEMBERS PRESENT**

Tim Riale, Sussex County, Professional Member, Chairperson, Presiding  
Tom Burns, Kent County, Professional Member, Vice Chairperson  
Danielle Benson, New Castle County, Professional Member  
Barbara Brodoway, New Castle County, Public Member  
Doug Doyle, Kent County, Professional Member  
Donna Klimowicz, New Castle County, Professional Member  
Casey Price, Sussex County, Professional Member  
Michael Rushe, Kent County, Public Member

**DIVISION STAFF**

Jessica Williams, Administrative Specialist II

**MEMBERS ABSENT**

Elaine Woerner, New Castle County, Professional Member

**ALSO PRESENT**

Karen Alleva, New Castle County Association of REALTORS ®

**CALL TO ORDER**

Mr. Riale called the meeting to order at 9:37 a.m.

**REVIEW OF MINUTES**

Mr. Rushe moved, seconded by Ms. Klimowicz, to approve the January 8, 2015 minutes as presented.  
Motion unanimously carried.

**UNFINISHED BUSINESS**

Post-Renewal Continuing Education Audit

The Committee continued to review the post-renewal continuing education audits off the record.

Update from Subcommittee Regarding Recommendations to Limit Online Learning

Mr. Rushe advised the Committee that the subcommittee met to discuss the current regulations regarding online continuing education. The subcommittee is recommending that licensees complete no more than three modules (9 hours) online, and that new licensees complete all new licensee modules in a face to face setting. The Committee discussed the recommendations of the subcommittee. Mr. Burns voiced his opposition to the proposal, as it is virtually impossible to stop licensees from taking courses at the end of the licensure period, and questioned if there have been complaints stemming from individuals completing their continuing education at the end of the licensure period.. Mr. Doyle moved, seconded by Ms. Benson, to accept the recommendations of the subcommittee. Motion carried with Mr. Burns and Ms. Klimowicz opposing. Ms. Benson suggested that additional Committee members attend the Commission meeting to support the proposed changes.

Review Previously Tabled Course Provider Applications from Sussex County Association of REALTORS ®

The Committee reviewed the previously tabled course provider application from Sussex County Association of REALTORS ®, for the course titled “Blueprint for Success”. Mr. Rushe moved, seconded by Ms. Benson, to recommend approval for the course. Motion unanimously carried.

The Committee reviewed the previously tabled course provider application from Sussex County Association of REALTORS ®, for the course titled “Perfecting Your Listing Presentation”. Mr. Rushe moved, seconded by Ms. Benson, to recommend approval for the course. Motion unanimously carried.

**NEW BUSINESS**

Update from the Commission – Ms. Klimowicz

Ms. Klimowicz advised the Committee that the Commission accepted the instructor and course provider recommendations as noted. She also reported that the Commission wanted to additional information regarding potential changes to the rules and regulations for limiting online continuing education.

Review of Course Provider Applications

Mr. Doyle moved, seconded by Ms. Brodoway, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Course Provider: Delaware Chapter of National Association of Housing and Redevelopment Officials

Course Title: Understanding the Fair Housing Act     **Approved**

Credit Hours: 3.0

Module: 7

Course Provider: International Association of Certified Home Inspectors

Course Title: Home Energy Score for Real Estate Professionals     **Denied – Course must be at least 3 hours**

Credit Hours: 2.0

Module: 7

Course Title: Saving Home Energy for Real Estate Professionals     **Approved**

Credit Hours: 3.0

Module: 7

Course Provider: Kent County Association of REALTORS®  
Course Title: Agency & Fair Housing **Approved**

Credit Hours: 3.0  
Module: 1

Course Title: Professional Standards **Approved**  
Credit Hours: 3.0  
Module: 2

Course Title: Intro to Commercial Brokerage **Approved**  
Credit Hours: 3.0  
Module: 6

Course Title: Selling HUD Homes – Making It Easy **Approved**  
Credit Hours: 3.0  
Module: 6

Course Title: Technology for Listing Agents **Approved**  
Credit Hours: 3.0  
Module: 7

Course Provider: Long & Foster Institute of Real Estate  
Course Title: Reverse Mortgage for Purchase **Approved**  
Credit Hours: 3.0  
Module: 7

Course Provider: The CE Shop, Inc.  
Course Title: Advocating for Short Sale Clients **Approved for Module 7 Only, Not Module 6 as Requested**  
Credit Hours: 3.0  
Module: 7

Course Title: Breaking Barriers: Fair Housing **Approved**  
Credit Hours: 3.0  
Module: 7

Sign Here: Contract Law on E-Signatures **Approved**  
Credit Hours: 3.0  
Module: 3

Course Provider: Ward & Taylor, LLC  
Course Title: Ethics **Approved**  
Credit Hours: 3.0  
Module: 2

Course Title: Differences Between DE and PA Transactions **Approved for Module 7 Only, not Modules 3 or 6 as Requested**  
Credit Hours: 3.0  
Module: 7

Course Title: First Time Home Buyers – Guiding a Buyer into a First Home **Approved**

Credit Hours: 3.0  
Module: 3

Course Title: Real Estate Issues – Then and Now     **Approved for Modules 6 or 7 Only, Not Module 3 as Requested**

Credit Hours: 3.0  
Module: 6 or 7

Course Title: Understanding the Agreement of Sale     **Approved**  
Credit Hours: 3.0  
Module: 3

Course Title: Risk Management     **Approved**  
Credit Hours: 3.0  
Module: 4

Course Title: Current Issues in Agency Law     **Approved**  
Credit Hours: 3.0  
Module: 5

Course Title: Don't Let Your Sale Fall Apart (and what to do if it does)     **Approved**  
Credit Hours: 3.0  
Module: 6

Course Title: Practical Tips for Listing Agents     **Approved**  
Credit Hours: 3.0  
Module: 6

Course Title: Quirks in Real Estate     **Approved**  
Credit Hours: 3.0  
Module: 6

Course Title: Navigating 2015 and Beyond     **Approved**  
Credit Hours: 3.0  
Module: 7

Course Provider: New Castle County Association of REALTORS®  
Course Title: Ethics in an Era of Litigation Part 1     **Approved**  
Credit Hours: 3.0  
Module: 2

Course Title: Ethics in an Era of Litigation Part 2     **Approved**  
Credit Hours: 3.0  
Module: 7

Course Provider: Real Estate Institute of Delaware  
Course Title: Associate Broker and Broker Licensing Course     **Approved**  
Credit Hours: 99.0

Review of Instructor Applications

Mr. Doyle moved, seconded by Ms. Brodoway, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Edward Adams     **Approved for Module 7 and Pre-Licensing Course Only, Not New Licensee Modules 1 – 4; Continuing Education Modules 1 – 6, or Broker's Course as Requested**

Continuing Education: Module 7

Pre-Licensing Course: Orientation; Real Estate Sales; Real Estate Mathematics

Carol Dehorty     **Approved**

Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 & 2

Pre-Licensing Course: Orientation; Real Estate Sales

Broker's Course: Ethics

Paul Olsen     **Approved**

Pre-Licensing Course: Real Estate Mathematics

Laura Robelen     **Approved**

Continuing Education: New Licensee Modules 1 – 4

Pre-Licensing Course: Real Estate Sales

Ronald Smith     **Approved**

Pre-Licensing Course: Real Estate Law

Frank Nowaczyk     **Approved**

Pre-Licensing Course: Mathematics

### **CORRESPONDENCE**

There was no correspondence.

### **PUBLIC COMMENT**

There was no public comment

### **OTHER BUSINESS BEFORE THE COMMITTEE** (for discussion only)

Ms. Williams advised the Committee that she has received positive feedback from instructors and course providers regarding the knowledge based learning.

Mr. Riale advised the Committee that it has come to his attention that there is a difference between some the ARELLO certificates. The certificates now show a difficulty level for the course, and some have a disclaimer regarding the clock hours. The disclaimer states: "this course could be offered for 1.5 clock hours without compromising certification. However the final average completion time for students listed above. Course must be offered with a final exam. This course has been certified with and without a mechanism that mandates students spend precisely the stated number of hours in the course. However, the course may be facilitated without the timing mechanism in jurisdictions that do not require such without compromising certification."

Mr. Burns volunteered to investigate the level of difficulty scales that ARELLO uses, as well as what steps need to be taken to make sure that Delaware is a state that requires a timing mechanism. He will report his findings to the Committee during the next regularly scheduled meeting.

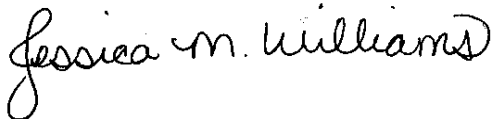
**NEXT SCHEDULED MEETING**

The next meeting will be held on Thursday, March 5, 2015 at 9:30 a.m. in Conference Room A, second floor of the Cannon Building, 861 Silver Lake Boulevard, Dover, Delaware.

**ADJOURNMENT**

There being no further business, Mr. Rushe moved, seconded by Ms. Brodoway, to adjourn the meeting. Motion unanimously carried. The meeting adjourned at 11:07 a.m.

Respectfully submitted,

A handwritten signature in black ink that reads "Jessica M. Williams". The signature is written in a cursive, flowing style.

Jessica M. Williams  
Administrative Specialist II